

Message Text

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ACTION EA-09

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R 080250Z APR 76
FM AMEMBASSY TOKYO
TO USDOC WASHDC
INFO AMEMBASSY JAKARTA
AMEMBASSY SINGAPORE
AMCONSUL HONG KONG
AMCONSUL SYDNEY
SECSTATE WASHDC 8296

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E.O. 11652: N/A

TAGS: BEXP, JA

SUBJECT: RECOMMENDATION FOR CONTRACT AWARD: COMPREHENSIVE
SECTORAL SURVEY, INDONESIA

REF: USDOC 4584

1. AFTER MEETINGS WITH ALL INTERESTED BIDDERS WHELAN RECOMMENDS
CONTRACT BE AWARDED TO MOBIUS AT NEGOTIATED PRICE OF THIRTY
THOUSAND DOLLARS TO INCLUDE CONSIDERABLY MORE MOBIUS RESOURCES
THAN ORIGINAL BID.

2. MOBIUS CONTRACT AS AGREED WOULD INCLUDE STAFF AS LISTED IN
BID AND MR. WILLIAM YARMY APPOINTED AS RESEARCHER/EDITOR FOR
ENTIRE STUDY PERIOD. NEGOTIATED CONTRACT WOULD INCLUDE TWO
ADDITIONAL EXPERIENCED ENGLISH LANGUAGE WRITERS/RESEARCHERS
ACCEPTABLE TO COAR FOR ENTIRE INDONESIAN FIELD PERIOD.

3. MARK MOBIUS WOULD BE DESIGNED CONTRACTOR'S PROJECT
MANAGER AND START DESK WORK IMMEDIATELY ON CONTRACT AWARD
WITH STAFF IN HONG KONG AND ALSO IN JAKARTA OFFICE.

4. TOTAL OF FOUR EXPERIENCED ENGLISH LANGUAGE RESEARCHERS/
WRITERS DURING INDONESIAN FIELD PERIOD TO INCLUDE MOBIUS,
YARMY AND TWO OTHERS ACCEPTABLE TO COAR.

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5. MOBIUS CONTRACT AS NEGOTIATED WOULD INCLUDE LONGER DESK WORK PERIOD THAN BID TO MAY 10, AND SHORTER INDONESIAN FIELD WORK PERIOD TO JULY 2. ALL SECTOR REPORTS WOULD BE SUBMITTED IN JAKARTA. FIRST TWO SECTOR REPORTS WOULD BE DUE MAY 21, AND TWO SECTOR REPORTS DUE AT END OF EACH FOLLOWING WEEK FOR TOTAL OF 14 SECTOR REPORTS SUBMITTED AND CONTRACT COMPLETION BY JULY 2.

6. OVERVIEW, AS OUTLINED IN MOBIUS BID, WOULD REQUIRE ADDITIONAL TWO WEEKS AND SEVENTEEN HUNDRED DOLLARS. MOBIUS HAS AGREED TO CONTRACT PROVISION THAT COAR MAY DECIDE BY JUNE 14, THREE WEEKS BEFORE SCHEDULED CONTRACT COMPLETION DATE, IF MOBIUS STAFF IS TO DO OVERVIEW.

7. ALL MATERIALS LISTED IN "INVITATION TO BID" IS BEING TURNED OVER TO MOBIUS.

8. MOBIUS FEELS VERY IMPORTANT COAR SPEND AT LEAST ONE WEEK IN HONG KONG BEFORE START OF FIELD WORK TO REVIEW COMPLETED SECTOR DRAFTS FOR CONTRACT SPECIFICATIONS 2.2 THROUGH 2.54 AND DETAILED OUTLINE BALANCE OF ALL SECTOR REPORTS. BEST COAR SCHEDULE WOULD BE HONG KONG ARRIVAL ABOUT APRIL 28, SINGAPORE STOP ABOUT MAY 6-7 FOR MEETINGS WITH TRADE CENTER STAFF AND INDONESIA SUPPLYING FIRMS HEADQUARTERED IN SINGAPORE AND JAKARTA ARRIVAL MAY 10.

9. MOBIUS SUGGESTS SIMPLER PAYMENT SCHEDULE FOR CONTRACT AS FOLLOWS: INITIAL PAYMENT ONE-THIRD ON CONTRACT SIGNING, SECOND ONE-THIRD PAYMENT AFTER SEVEN SECTOR REPORTS ACCEPTED BY COMMERCE, AND FINAL ONE-THIRD AFTER ACCEPTANCE OF FOURTEENTH SECTOR REPORT BY COMMERCE. ADDITIONAL SEVENTEEN HUNDRED DOLLARS WOULD BE PAYABLE AFTER ACCEPTANCE OF OVERVIEW BY COMMERCE IF COAR DECIDES TO HAVE MOBIUS DO IT.

10. WHELAN DEPARTS TOKYO ON SCHEDULE APRIL 8 FOR WASHINGTON. HODGSON

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